

## **Janae Myers**

I have been corresponding with Jane Myers, director of development at New Hope Community. I am including my email interactions with her on this document report.

## **Recent Phone Calls**

I am following up with you regarding our last conversation on Wednesday, as you said your CFAO, needs to check his email from your financial advisor. On my end I have withdrawn my auction estimate request with Christie's Auction House, because I am more concerned what results you get out on your end, from your financial advisor. Even if my academic paper doesn't have the value high enough to establish a charitable gift annuity, I am more concerned with an end goal of New Hope Community establishing it one way or another. If it is high enough, I feel it would be best if it would become an impact annuity, with the proceeds going towards the NHC Foundation rather than NHC operational side.

I asked about the grant amounts, because I thought guiding another nonprofit to activate their grantee status with the Westchester Community Foundation, would be helpful. But they are not receptive or too small of a budget to speak to me about potential development opportunities. This being said now and future discussions let's start talking about how much things would cost on New Hope Community side. To be more realistic.

I would like to learn more about your donor management system, and whether or not is it separate from your donor record keeping system. And if New Hope Community could implement an in house policy, for new development employees to input your past notes from the record keeping system, into the donor management system, to get an idea of the donor's engagement, before they reach out to the donor.

Wilfredo Gajda

Good morning, Wilfredo –

I hope you had a nice weekend.

Tariq is back in the office. He reached out to our advisor and our advisor is checking in with his networks. I will share more with you when we hear back. If you'd like to keep your request active, that may only further our progress. Diversifying the networks we are connecting with will help to get a response sooner. This is a unique request, so it is good to have options.

Speaking of options, we will lean into identifying ways to achieve what you are aiming to accomplish with the Charitable Gift Annuity. Are you perhaps working with a financial advisor? I strongly suggest connecting with one. They often are able to work with you and your finances in identifying the best ways to achieve your financial goals. There may be some opportunity when looking into a Charitable Trust.

With a Charitable Trust, particularly a Charitable Remainder Unitrust, and depending on the outcome of the asset, you may be able to convert appreciated assets into income for yourself or loved ones while ultimately benefiting New Hope Community. With this, you can receive an income stream for life or for a set number of years. Similar to the Gift Annuity, after the trust payments end, the remainder supports New Hope Community's programs and services. Maybe this is an option you'd like to consider? While CGAs are less complex, they are managed by the nonprofit. The CRUT is managed by a trustee – this provides you with opportunity to name someone other than New Hope as the Trustee, and therefore the opportunity does not hinge upon us establishing a program.

Can you further explain your question about the grant amounts? You asked about how much each grant would be each month. The grant you initiated was a one-time grant of \$4,936. We do not require a minimum grant from your DAF. We believe in prioritizing what is most meaningful to you and how you like to give – whether that is monthly, quarterly, annually, etc. Any required minimum would come from the DAF entity themselves. Let me know how I can better answer this question for you.

Regarding donations – your \$1.04 donation via EFT was received on 1/16/2025. Your \$1.04 was refunded on 1/24/2025 due to “Corporate Customer Advises Not Authorized”. I am not sure if this was from your banking institution, but it is not coming from our end.

As for the Donor Management System. A donor management system is a donor record keeping system, both for financial and relationship purposes. We do not need to work backward to track anything. Anyone who works with you should be able to know the relationship we've built over time and the impact you have with New Hope.

I am happy to chat more over the phone, but I think it is important you have all of this in an email response to refer back to. I hope I have answered all of your questions or offered some ideas as to how we can move forward.

Thank you for your time and investment in our mission!

Kindly,

Janae

**Janae Myers**

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## **Update**

Hi Wilfredo,

I just had a fantastic call with our advisor. He is going to bring in an expert in this asset class – someone who specializes as a Rare Paper Adviser. After he connects with his team between this week and early next, he will offer the next steps into supporting you and New Hope in placing a value on the paper, and what the process may look like moving forward. I have a follow-up meeting scheduled for Wednesday of next week.

After I meet with him next week, we may be looking at a three-way call between you, me, and our advisor – possibly a fourth, with the Asset Class Expert.

This is good news! This is progress – we are moving ahead.

He did mention that this all needs to be discussed and identified prior to moving into a Gift Annuity, but this is the process to get there.

I am in meetings from 1 p.m. through the rest of the day. I am happy to give you a call before 1 or chat tomorrow if you want to dive deeper into this.

Thank you!  
Janae

After our discussion earlier and giving this some thought. I have a couple ideas that maybe worth noting. First if the actual value of this paper isn't high enough for New Hope to establish a CGA, then maybe the experts could pay me whatever the Fair Market Value is, either in monthly installments, or the actual value, if it is under \$ 100

I have one more idea, but let's wait until after our meeting, on this. My idea above is more important.

Wilfredo Gajda

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We will talk more next week.

Janae

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In response to our discussion this morning, I would be satisfied with knowing an actual value of this paper. I don't think it would be in my integrity to actually sell this at this time, since I don't have a hard copy. Per our conversation I am attaching the actual ILL. Let me know if you have any questions, or concerns.

Wilfredo Gajda

I forgot to mention that knowing the actual value of the paper would be helpful either way because I could match my savings towards whatever amount that would be, and we could explore other options of giving or we could revisit the CGA after New Hope Community sets up their program if that happens in the future. Either way I still would need to know value to work with.

Wilfredo Gajda

Thanks, Wilfredo. I updated our Financial Advisor and will connect with you after we meet.

Janae

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Hi Wilfredo,

I spoke with our financial advisors, who spoke with their rare paper experts.

The book that you have physical ownership of has minimal value, and it does not much of a market for liquidation. Because you do not have physical ownership of the academic paper, and were able to obtain a copy through the New York Public Library Interlibrary Loan system, the team did not consider the value of this because there is no physical copy in question.

I did learn, and am happy to pass along to you, that if you ever have something you are interested in placing for sale, or using as an asset in another space, you may do so for anything that has up to a \$5,000 value without having to have a second valuation of the item.

At this time, this is not something that NHC Foundation would be able to use as an asset to create a Gift Annuity. However, your deep commitment to the impact here is not unnoticed and is immeasurable in value; so, thank you for that!

With your entire very well thought out questions and the strategy you intend to place into this process, I strongly encourage you to seek out a financial advisor to consider other options you have to support your financial goals.

I will continue to share with you the impact here at New Hope and our Westchester division, letting you know how your support has, and continues to have, impact on the legacy of the organization and the people we support.

I welcome your feedback and am open to hearing any stories you want to share about your relationship with the organization and the impact you hope to see.

Kindly,  
Janae

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